

EXHIBIT NO. 2DATE: 3-5-2015BILL NO. SB 375

Testimony against Senate Bill 375

My name is Ray Kuntz and I am Chairman and CEO of Watkins and Shepard Trucking Company. As a company we ran over 9.1 million miles in Montana in 2014 and over 71 million nationwide.

I am also Chairman of the Board of American Trucking and Insurance Company, to my knowledge the only trucking liability insurance company based in Montana. Our insurance company insures over 5200 trucks that ran over 500 million miles in 2014. Our insurance company will not insure a company that does not govern their company trucks to run 65 miles per hour or less for safety reasons.

Both Watkins and Shepard Trucking and American Trucking and Transportation Insurance Company strongly oppose Senate bill 375 and urge this committee to table it.

There are lots of things that can happen at higher speeds and all of them are bad. Here are a few examples.

1. More rollovers are caused by higher speeds around curves (basic physics). Our only driver fatality in the last 5 years was caused by a driver going around a curve too fast and he rolled his truck. Unfortunately he also chose to not buckle up against company policy. In a truck, rollovers are one of our biggest safety issues.
2. Trucks take a lot longer to stop as it is, and the higher you raise speeds the longer it takes to stop a truck. I like to point out that if you are driving with a truck behind you and a deer jumps in front of you the deer is not your biggest problem. Without a doubt we will have more rear end accidents with trucks hitting passenger vehicles if this bill becomes law.
3. Any driving mistake at higher speeds is more risky, harder to recover from, and crashes are more dramatic and fatal at higher speeds.
4. If a truck is going 70 it means you have to drive a lot faster, and it takes longer to pass the truck setting up the risk for more accidents, especially in a snow storm with poor visibility.
5. Our experience shows that driving 5 miles per hour faster will burn one half gallon per mile more diesel fuel raising costs and emitting more carbon in the atmosphere. Whether you believe in Global Warming or not, why risk that? Our industry does not want to see carbon regulation and prefers responsible operations.

If the goal of this bill is to close the speed differential between cars and trucks, it will not happen as safety responsible carriers will govern their trucks at 65 or lower and not change because of this bill.

Our company and our industry works hard to improve safety on our highways. The last thing the citizens of Montana and the trucking industry needs is a legislature legislating unsafe driving practices.

Thank you for hearing my concerns

Ray Kuntz

Total road load force

- Assumptions: 80,000 lb GCVW, $C_dA = 5 \text{ m}^2$, $crr = 0.006$

$$F_{aero} = \frac{1}{2} \rho C_d A V^2 + F_{roll} = W \cdot crr + F_{grade} = W \cdot \sin \theta + \text{Driveline, accessories, ...}$$

